

MAIL TO:
Office of the Attorney General
Registry of Charitable Trusts
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Sacramento, CA 94203-4470

STREET ADDRESS:
1300 I Street
Sacramento, CA 95814
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WEB SITE ADDRESS:
<http://ag.ca.gov/charities/>

COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES

ANNUAL FINANCIAL REPORT FOR 20 04

(California Government Code Section 12599)

Failure to file annual financial report by January 30th annually for each calendar year of solicitation may result in late fees as defined in Government Code Section 12586.1

An annual financial report must be filed for each event for each charity solicited for during the previous calendar year.



Name and Address of Commercial Fundraiser:

MZA EVENTS, INC.

Name of commercial fundraiser

121 2ND STREET; 4TH FLOOR

Address of commercial fundraiser

SAN FRANCISCO, CA 94105

City, State, and ZIP Code

Name and Address of Charitable Organization:

CT No. 054597

F.E.I.N. No. _____

SAN FRANCISCO AIDS FOUNDATION

Name of charity

995 MARKET STREET

Address of charity

SAN FRANCISCO, CA 94103

City, State, and ZIP code of charity

Figures from (check one): National Campaign ☐ California Campaign ☒

AIDS WALK SAN FRANCISCO

(Type of activity)

held (on) (from) FEBRUARY 01, 20 04, to JANUARY 31, 20 05

(Date or dates must be shown)

Is the contract between the commercial fundraiser and charity based upon a fee or percentage of revenue? Fee ☒ Percentage ☐ Other ☐

If other, provide brief explanation _____

1. REVENUE

A. Cash contributions

\$3,287,515.76

A.

B. Entertainment sales or admission charges

B.

C. Sales from products

C.

D. Advertisement sales

D.

E. Membership fees

E.

F. Other sources: (Specify)

a.

Fa.

b.

Fb.

c.

Fc.

d.

Fd.

G. TOTAL REVENUE

\$3,287,515.76

G.

2. EXPENSES

A. Fees or commissions

\$ 155,000.00

A.

B. Salaries

601,729.63

B.

C. Payroll taxes

INCLUDED IN B

C.

D. Employee benefits

INCLUDED IN B

D.

E. Cost of merchandise for resale

E.

F. Cost of entertainment

F.

G. Postage

45,135.31

G.

H. Advertising

82,764.65

H.

I. Telephone

47,864.58

I.

J. Rental of equipment

J.

K. Facilities charge

K.

L. Permits

L.

M. Other expenses: (Specify)

a.

OFFICE & FACILITIES

82,910.36

Ma.

b.

PRINTING, GRAPHIC ART, OFFICE SUPPLIES

207,212.98

Mb.

c.

DAY OF EVENT RENTALS, EQUIP., LABOR

126,156.24

Mc.

d.

FUNDRAISING INCENTIVES

34,098.73

Md.

N. TOTAL EXPENSES

\$ 1,382,872.48

N.

COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES
ANNUAL FINANCIAL REPORT FOR 2004

(California Government Code Section 12599)

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3. Amount to charity (subtract line 2N from line 1G) \$ 1,904,643.28 3.
4. Less additional fundraising expenses paid by charity including fee paid to commercial fundraiser (to be completed by charity) 4.
5. Less fair market value of goods and/or services used for the event which were paid by sponsor(s) 5.
6. Net proceeds realized by charity from the campaign (subtract lines 4 and 5 from line 3) \$ 1,904,643.28 6. ✓

7. (a) Does any officer, director, partner or owner of the commercial fundraiser have any affiliation with or control over, directly or indirectly, the charitable organization for which the commercial fundraiser has contracted to solicit?

☐ Yes ☒ No If "yes" complete the following:

Name of officer, director, partner or owner of commercial fundraiser	Name and address of charitable organization	Relationship of officer, etc. to charitable organization

(b) For each affiliation identified in 7(a), attach copy of the contract between the commercial fundraiser and the charity.

Under penalties of perjury, I declare that I have examined this report, including accompanying documents, schedules and statements, and to the best of my knowledge and belief, it is true, correct and complete.

Signature of authorized officer (commercial fundraiser) CRAIG R. MILLER PRESIDENT / CEO 3/1/05
Printed name Title Date

This report must be signed by two officers or directors of the charitable organization for verification.

Signature of authorized officer/director (charity) LANCE HENDERSON INTERIM EXECUTIVE DIRECTOR 2/28/05
Printed name Title Date

Signature of authorized officer/director (charity) DANIEL E. CAWLEY DEPUTY DIRECTOR, FINANCE 2/23/05
Printed name Title Date